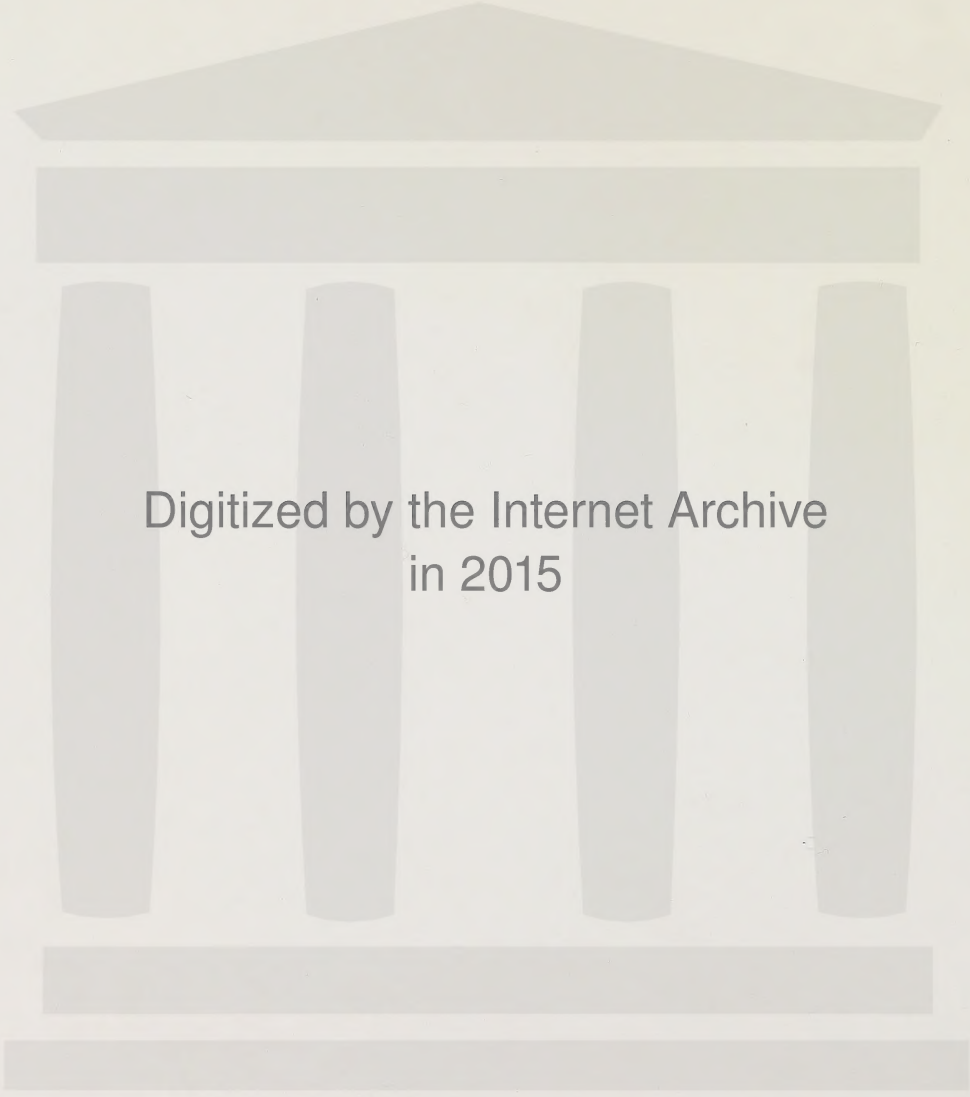
Alberta
ECONOMIC DEVELOPMENT
AND TRADE
Investment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Economic
Development
And Trade

Alberta Investment Opportunity
Executive Summary

TYCOR INTERNATIONAL INC.

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Alberta
CANADA

COMPANY HISTORY

Tycor International Inc. is a 100% privately owned Canadian Corporation and was founded in Calgary, Canada in 1983. The principals and owners of Tycor are Wilfred Frey and Shirley Frey. Mr. Frey, President and C.E.O., began the company with the prime objective of developing an Electronic Alternating Current (AC) Power Line Filter that would effectively eliminate many of the causes of electronic equipment downtime associated with the transmission of "dirty" or unfiltered power. Tycor has successfully developed and entered the marketplace with the first in-line series filter which offered the ultimate in power protection. Today Tycor's technology is still regarded as superior to the other forms of technology available.

Initially, Tycor utilized various third party distributors and concentrated its initial marketing efforts on the large computer and photo copier markets, as well as the original equipment manufacturers (O.E.M.). But the 1984 recession hampered the sales which resulted in much slower growth than the company anticipated.

In 1987-88 Tycor re-evaluated itself and our markets, and agreed that by modifying our marketing and distribution strategies, and with the financial support of the Provincial Government (AQAP-1 Program), we could successfully pursue the industrial and military markets.

Tycor's thrust into the military markets was successful, as Tycor was awarded two contracts by the U.S. Military. The first one is completed and the second award ($5 Million) is to be completed, although the amount will change as the militaries are all being downsized and the actual amount to be purchased is unknown.

Today Tycor maintains our O.E.M. and industrial markets through electrical distribution ($2.5 Million). Our Sales Reps in Canada support and service these national organizations and their customers by personal contact. The U.S. and international distributors are supported via facsimile, telephone, and by quarterly or semi-annually trips to their region.

Tycor maintains it's activity on the multi-billion dollar microprocessor industry and there is no question that a vast domestic and international market exists for power conditioning equipment. It is fact that as the computer microprocessor industry expands, it becomes more complex and sophisticated and the need for power protection becomes imperative. The annual projected industry growth for North America only, as revealed by Independent Electrical and Electronic Engineers Association, is in excess of 1.75 billion dollars. Tycor is part of this enormous industry.

Tycor's approach to the market is with well defined goals and objectives that are long term and focused. Tycor has always been innovative and creative in dealing with the real world of marketing. Today the focal point of Tycor's activity is the Canadian and U.S. industrial markets, the Military markets and we are now making inroads in the International markets.

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COMPANY HISTORY (cont.)

Tycor uses the following as its channels of distribution:

1. Electrical Wholesalers and Distributors. In Canada this includes customer organizations such as Westburne, Wesco, Eecol, Guillevin, Lumen, Channel One Video, Future, Franklin, and P.P.M.G. In the United States this includes customer organizations such as Wesco and Platt Electric. Internationally this category includes customer organizations such as T.K. Millice in Hong Kong, Millice Private in Singapore, Electromark and Pacific Electronics in Australia, and ITS worldwide for their SITA operations.

2. Original Equipment Manufacturers (OEM). In Canada Tycor's customer base in this category includes Universal Skate, Unisys, Raytheon, and S.E.D. Systems. In the United States the O.E.M. customers are magnates such as Varian Associates, International Game Technology, Unisys, and Raytheon.

3. The other category basically incorporates the office equipment, the copier industry, and the computer industry. In Canada the customers in this group include names such as O.E., Fisher Scientific, Siemens, and Coulter. In the United States this category would include names such as AMJ Equipment, and Graybar Electric. Internationally, names such as Empressa in Chile and Israel Electric in Israel fall into this category.

Although the negotiations were the toughest and hardest, we found that the military markets were the most gratifying and the results the most lucrative. The AQAP-1 Program has allowed Tycor the opportunity to tender contracts over the past two years, where we have been very successful.

By conforming to the AQAP-1 and with continued dedication and support of the 32 conscientious employees of Tycor, we will continue to grow and prosper in the military and industrial markets.

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PRODUCTS AND SERVICES

The success of Tycor filters is based on the unrivaled, remarkable performance of the product in preventing damage to all types of microprocessor based equipment. Tycor's conventional product line includes the following products:

1. The **ITS Model** is the Tycor Hybrid Series Design, which is undeniably the finest product manufactured today. Applications include medical, laboratory, military, robotics, CAD/CAM, PLC, banking machines, PBX, POS terminals, and other microprocessor based equipment.

2. The **TY Model** is a heavy duty series filter utilizing the Tycor Hybrid Series Design encased in heavy aluminum. It is designed for use in shielded rooms, manufacturing plants, by the military, heavy industrial users and the OEM customer. The TY Model's performance is outstanding.

3. The **R.L.F. Model** is a regulating line filter which provides a regulated clean sinusoidal wave over the range from 90 to 130 VAC input. This unit is used when voltage fluctuation is prevalent. Because the R.L.F. Models utilize the Tycor Hybrid Series Design, it is undeniably one of the best regulators on the market today.

4. The **I.L.F. Model** is the isolating line filter, which provides a clean sinusoidal wave as well as isolation for the correction of your ground reference point. Because the I.L.F. incorporates the Tycor Hybrid Series Design, it, without a doubt, is the best isolating product in its class.

5. The **U.P.F. Model** is the Uninterruptible Power Filter, which provides filtering in both directions while on-line in the back-up mode or operation and an Uninterruptible Power Supply which provides a clean sinusoidal wave and a battery back-up system. Application is in every situation where a power shutdown is not tolerable nor acceptable.

6. The **PTY Model** is a parallel design filter designed to protect against external noise and massive impulses such as lightning effects and interference associated with low frequency harmonics, as well as situations caused by accidents and/or failures in the electrical utility system. Protects the industrial and office electrical environments, as well as the electrical and electronic appliances of the home. Totally compatible with all operating loads including high frequency power supplies and constant current loads controlled by electronic switches.

7. The **Ulti-Mate Model** is a parallel design filter providing cost effective multi-purpose protection in areas such as office copiers, typewriters, and calculators.

8. The **AC/Fax Model** is a parallel design filter providing cost effective protection for the communications market, which includes fax machines, answering machines, and telephones.

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PRODUCTS AND SERVICES (cont.)

9. The **AC Coax Model** is a parallel design filter providing cost effective protection for the Radio Frequency communications market, which includes CATV, CCTV, and satellite equipment.

10. The **MVP6 Model** is a parallel design filter ideal for the specific low end market customer who requires a six outlet power bar.

Tycor has developed **three new products**, two for the **industrial** market and one for the **residential** market. All three products will be introduced in the last quarter of 1991 and have extremely high potential.

All Tycor products are manufactured to conform to a stringent Quality Assurance Program, which permits Tycor to maintain a high standard of excellence in the marketplace. Also, all Tycor filters are CSA approved or UL listed.

Copyright, Trademarks, Patents

Tycor relies upon the copyright laws, trade secrets, and trademarks for protection, as well as a U.S. Patent for the "monitor" section of our technology. Tycor has not historically relied upon patents as an effective means of protecting our technology because Tycor's technology is substantially different than that of it's competitors and it would be very easy to detect an attempt of technology theft or reverse design.

Tycor's design is unique in that when tested to IEEE standards our results are such that in order for another product to be as efficient as Tycor, they would have to have our design. In this case, the copyright, trademark and trade secrets protects against misuse or unauthorized use of our design. As as stated earlier, the "monitor" section, which sets us above the competitors, is patented in the U.S.

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MARKET INFORMATION

Canada

The Canadian market place has accepted Tycor's expertise and technology as superior to others, and with controlled expansion, Tycor will become the dominating force in this market. Most industries in Canada now view Tycor as being the sole power conditioning authority. The Canadian market is comprised of the following areas of responsibility:

- British Columbia

  Historically, this territory's strength has been the dealer network, namely the computer industry. The emphasis at this time is to establish a strong electrical wholesale connection. Tycor will be reaffirming and increasing its stronghold with organizations such as Westburne, Gescan, and Wesco. Beginning January 1, 1991, the British Columbia representative's responsibilities was expanded to include the Washington - Oregon districts of the Northwestern United States. This territorial assignment is a natural evolution for the British Columbia territory and it will add to the servicing of an existing customer in that area, namely Platt Electric. Tycor is going to increase its presence and market share in this territory in 1991. Realistically, Tycor is striving to have this territory maintain its 20% of our Canadian sales.

- Prairies

  This territory is comprised of Alberta, Saskatchewan, and Manitoba, and also includes the Ontario Lakehead region and the Northwest Territories. Because Tycor's roots are in Alberta, the Alberta area has always been the most lucrative. The electrical distributors have constituted a major portion of total sales into the Prairie Region. Tycor's success in this territory has been associated with the distributors being supportive of locally based businesses. Overall, the Prairie Region presently represents a percentage higher than the anticipated 15% share of the Canadian market. The growth of sales in this territory will be a direct response to the overall economic situation in the Prairie Region.

- Ontario

  The vast and diversified Ontario market place holds a very large potential for Tycor sales and our expectation of this territory is 35% of total Canadian sales. This will not be difficult to attain as most of the major organizations head offices are located in Toronto. It will be easier to target the medical and O.E.M. markets as they will receive more attention being in an easily accessible area.

- Quebec and The Maritimes

  The Tycor Quebec market has been negligible for the past year strictly due to the lack of representation. At this time, this has been resolved and it is Tycor's intention to reach the 25% market share in the territory in the period 1991 to 1992. Tycor will develop the Quebec sales market to a level which would support a sales representative prior to the end of the

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MARKET INFORMATION (cont.)

1991 fiscal year. There is no question that Quebec should be just as lucrative as the Ontario market, and undoubtedly Tycor's objective is to obtain as large a market share as possible.

Tycor is comfortable with our approach towards reaching the corporate goals and objectives we have set for the Canadian market. Tycor believes that these goals and objectives are attainable and that the remuneration and incentive package available to our marketing people is more than attractive. Tycor's commitment and dedication will provide the organization with adequate results and profits.

United States

The ultimate of Tycor's marketing strategy is to be successful in the lucrative and massive United States market. Market size has restricted Tycor's approach to focus on target marketing. Therefore, in the fall of 1989, the decision was made to target Wesco U.S.A. as a potentially successful Tycor Distributor in the U.S.A. At the present time, Tycor has committed one individual, a 20 year Phillips Electronics veteran, to move Wesco (Westinghouse) with its 250 branches and a sales force of 2500 people from a basic order taking supplier to a successful Tycor Distributor.

In 1990, Tycor's time was dedicated to training of the Wesco sales force at selected branches. The total number of branches serviced will be limited to 20% in order to facilitate follow-up and quality serviceability.

The assessment at this time is as follows:

1. Wesco is making an effort to become a major player in the power conditioning market in the United States.

2. Wesco is in full support of Tycor's marketing strategy and in particular power conditioning seminars. Wesco is providing full support such as mailers and telephone follow-up.

3. Wesco branch managers are accepting Tycor and recognizing the profitability and quality of its product line.

4. Wesco R.A.P.S. (Regional Advanced Product Specialists) are more cooperative and eager to learn, to arrange joint calls, and to set up engineering seminars.

5. Wesco is cooperative in readily providing manpower to assist Tycor at major trade shows and exhibitions.

The stage has been set and 1992 has been targeted as a period in which Tycor will start implementing an overall U.S. marketing strategy. Because there has been so much effort invested into the Wesco account to date, this strategy will incorporate Wesco as a focal point but will not limit Tycor to only this account.

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MARKET INFORMATION (cont.)

It is proposed that the U.S. market be segregated into four regions. By placing prime Wesco branches into each one of these regions, it would appear that the designated areas can be defined as follows:

i) MidWest - Minneapolis, Milwaukee, Chicago
ii) Texas - Southern Texas
iii) South - Louisiana, Mississippi, Alabama, Florida
iv) California - California, Arizona

The next step would be to employ a Technical Sales Representative to service each of the designated areas. Each Representative would service the Wesco accounts, establish other independent distributors in the region, and perform other sales activity such as selling directly to O.E.M.'s, V.A.R.'s, and V.A.D.'s. These individuals would be hired in intervals of two months and the basic Representative qualifications would be a mature electrical instrumentation engineer or equivalent with sales experience in industrial and institutional equipment. We project the Texas/Louisiana regions to move first.

The electrical distributor and wholesale markets in the United States really have not been touched. Wesco is sizable by Canadian standards, however, relative to most U.S. companies, Wesco is of medium caliber. Tycor has targeted Wesco to gain experience and success. As soon as Wesco is functioning properly and profitably, there are other distributors that have expressed interest in Tycor products. Some of these are Arrow Hart and Graybar. Success derived from any of these major electrical wholesalers could force Tycor to expand manyfold. Again, these new markets will be exploited by the Representatives situated in each region.

International

The International market is extremely expensive to service, and for that reason the President and his staff have handled all the accounts for the time being. The International market has not been enormous, however, it has been consistent and Tycor believes that there is a great deal of potential in this area. Presently Tycor has the following distributors:

Company	Country
Electromark Pty Ltd.	Australia
Millice Private Ltd.	Singapore
Reptek Ltda. (Agent)	Chile
I.T.S. (S.I.T.A.)	Singapore/France

In the fall of 1990, Tycor had the opportunity to be introduced to ITS, an international organization in charge of system maintenance and supervision for the airlines reservation and airport passenger services equipment throughout the world. ITS (Information and Technical Services) is owned by SITA (Societe Internationale de Telecommunications Aeronatiques) which is an Airlines Worldwide Telecommunications and Information Services organization.

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MARKET INFORMATION (cont.)

The major task assigned to ITS is to serve the airline industry, by offering maintenance services, network management, and supply of products. At this very moment, ITS is diversifying into the worldwide banking industry and public transportation. ITS is servicing 25,000 pieces of equipment throughout the world with some 300 service engineers providing 24 hour service.

To Tycor, SITA and the ITS Group present enormous potential. They have visited the Tycor facility and were very impressed. The ITS Group, out of Singapore, has signed a Distributorship Agreement and have attended a product seminar at Tycor for their people from the Pacific Rim Region. Tycor has given a presentation to ITS in February of 1990.

If the ITS Group proceeds in the manner as expected, Tycor has projected and it is anticipated that a full time Tycor Sales Representative would be required for the Pacific Rim Region, as well as a second individual strategically located in Europe.

Tycor's approach to the overseas markets will begin with Distributor Agreements, which will allow for the opportunity to evolve into Technology Transfer Agreements. Tycor's knowledge indicates that to have manufacturing, marketing, and engineering support in the immediate area increases sales very quickly.

Military

The focal point of Tycor's marketing approach will be consistent with the rest of Tycor's corporate strategy. Tycor will strive to expand all markets under controlled, focused and targeted direction.

Within the Canadian and United States market place, Tycor will become more aggressive with the O.E.M. markets and specialized military markets. Organizations such as Spar Aerospace, Raytheon, Unisys, CAE, Boeing, Lockheed, Martin Marietta, Toshiba, Ricoh, Varian, Wang, Honeywell, IBM, and other major players in the international market place will be given attention. At this time, we have had contact with most of these organizations and the majority have approved our product on a project by project basis.

Tycor was awarded a U.S. Air Force Contract through Unisys. This Contract ($5.6 Million U.S.) is to be delivered over a two year period. Undoubtedly, this has to be the stepping stone to much better things. Tycor will be successful in future Mil Spec tenders for other Unisys contracts, as well as other suppliers such as Zenith, Raytheon, Martin Marietta, etc.

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MARKET INFORMATION (cont.)

Competition

To better understand Tycor's superiority, it would be advantageous to compare the technologies that are available in the market today. These are as follows:

1. The clipper or suppressor type technology. This technology incorporates the metal oxide varistors (MOV's) between the lines which clip or suppress at a set voltage value consistent with the source to be protected. This is the least effective method of all technologies available today.

2. The parallel technology. This technology incorporates MOV's and capacitors parallel to the line and, as a surge is generated, the MOV's and capacitors extract the surge from the lines. The effectiveness of this technology is limited by the quality of the capacitors, which reduce the surge but do not eliminate it.

3. The series technology. This technology incorporates inductance, capacitance, and MOV's to stop a power surge. Unless the components used are tuned to the circuitry, this type of unit can actually create more problems by increasing the noise (imperfections in the AC wave) rather than decreasing the noise.

4. The transformer technology. This technology uses the saturation or isolation transformer to suppress noise. This technology is effective at suppressing low frequency noise, however, it is very inefficient in attenuating the high frequency noise. These units are costly, heavy, noisy, and generate a great deal of heat making them energy inefficient.

5. The Tycor Hybrid Series Technology. This design offers superior performance because it includes two surge delay elements, three voltage limiters, a normal mode filter module, and a common mode filter module. All of these elements are tuned to the circuitry and in combination with the voltage limiter, **all harmful energy is eliminated before it can enter the load**. Another feature of the Tycor Hybrid Series Design is the inclusion of the Tycor monitor board. This board ensures the user that his power at the receptacle is wired correctly. This design is proprietary and its performance is outstanding.

Tycor's primary competition is from the suppressor/clipper (low-end) type technology. However, these products do not provide the quality of attenuation that is required by the industrial and military markets. In order to meet the low-end requirements, Tycor maintained its full line which allows for our products to continue to meet stringent electrical specifications while also making available a specific low end product where cost is a deciding factor.

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INVESTMENT REQUIREMENTS

Equity financing of three million dollars ($3,000,000)is being sought. The funds will be used for market expansion, promotion of new products, expansion of the manufacturing facility with robotics, while the balance will be required for ongoing operations.

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SALES HISTORY (P & L)

1983	$ 654,000	($ 14,000)	
1984	$1,303,000	$139,000	
1985	$1,626,000	$127,000	
1986	$2,250,000	$173,000	
1987	$2,544,000	$128,000	
1988	$2,707,000	$111,000	
1989	$2,482,000	($179,000)	
1990	$3,126,000	($489,766)	
1991	$3,100,000	$ 80,000	(projected October 31st year end)

TYCOR INTERNATIONAL INC.
PROJECTIONS REVENUE SCHEDULE
(000'S) F911

	1992	1993	1994	1995
REVENUE:				
CANADA	$2,782.54	$3,339.04	$4,006.86	$4,808.21
U.S.A.	1,750.00	4,840.00	8,480.00	11,530.00
MILITARY	1,950.00	3,400.00	3,400.00	4,200.00
INTERNATIONAL	800.00	1,600.00	2,800.00	4,200.00
	$7,282.54	$13,179.04	$18,686.86	$24,738.21

'ycor International Inc.
'rojections Balance Sheet
Four Years
(000's)

	1992	1993	1994	1995
ASSETS				
'ash	$0.00	$0.00	$1,395.00	$4,286.03
\ccounts Rec.	1,213.76	2,196.51	3,114.48	4,123.04
nventory	1,444.88	1,944.88	2,444.88	2,944.88
)ther	17.54	17.54	17.54	17.54
'otal	2,676.18	4,158.93	6,971.90	11,371.49
'ixed Assets,net	838.16	754.16	660.16	556.16
)ue from Affliate	0.00	0.00	0.00	0.00
)ther Investments	0.00	0.00	0.00	0.00
'otal Assets	$3,514.34	$4,913.09	$7,632.06	$11,927.65
LIABILITIES				
3ank Loans	$900.50	$303.11	$0.00	$0.00
\ccounts Payable	618.52	1,001.94	1,367.54	1,740.51
)ther Liabil.	97.59	97.59	97.59	97.59
'otal	1,616.61	1,402.64	1,465.13	1,838.10
Long Term Debt	250.00	250.00	250.00	250.00
)ther Liabil.	111.45	111.45	111.45	111.45
'otal Liabil	1,978.06	1,764.09	1,826.58	2,199.55
EQUITY				
Share Capital	1,001.25	1,001.25	1,001.25	1,001.25
Ret. Earnings	535.02	2,147.74	4,804.23	8,726.85
Total	1,536.27	3,148.99	5,805.48	9,728.10
Total Liabil.& Eq	$3,514.33	$4,913.08	$7,632.06	$11,927.65

Tycor International Inc.
Projections Cash Flow
Four Years F913
(000's)

	1992	1993	1994	1995
Opening Balance	($651.23)	($900.51)	($303.13)	$1,395.01
Net Profit	999.27	3141.51	4998.43	7300.11
Receivable Change	(544.80)	(982.75)	(917.97)	(1,008.56)
Payable Change	284.83	383.42	365.60	372.97
L.T. Debt (+/-)	(35.42)	0.00	0.00	0.00
Fixed Assets Add.	(200.00)	(200.00)	(200.00)	(200.00)
Inventory (+/-)	(500.00)	(500.00)	(500.00)	(500.00)
Depreciation	274.00	284.00	294.00	304.00
Interest	(125.00)	(155.00)	(79.00)	(36.00)
Income Tax	(402.16)	(1,373.80)	(2,262.93)	(3,341.49)
Closing Balance	($900.51)	($303.13)	$1,395.01	$4,286.04

Tycor International Inc.
Projections Accounts Receivable
Four Years
(000's)

F913

	1992	1993	1994	1995
Opening Balance	$668.96	$1,213.76	$2,196.51	$3,114.48
Collections	6737.74	12196.29	17768.88	23729.66
Sales	7282.54	13179.04	18686.85	24738.22
Closing Balance	$1,213.76	$2,196.51	$3,114.48	$4,123.04

Tycor International Inc.
Projections Accounts Payable
Four Years
(000's) F913

	1992	1993	1994	1995
Opening Balance	$333.69	$618.52	$1,001.94	$1,367.54
ADD:				
Cost of Sales	3568.44	6457.73	9156.56	12121.73
Expenses	2790.83	3745.79	4712.87	5487.38
ADD:R&D	100.00	100.00	100.00	100.00
Depreciation-LESS	274.00	284.00	294.00	304.00
Total	6185.27	10019.52	13675.43	17405.11
Payments:				
Cost of Sales	3211.60	5811.96	8240.90	10909.56
Expenses	2355.15	3205.61	4066.98	4755.04
Prev. Yrs Payable	333.69	618.52	1001.94	1367.54
Total Payments	5900.44	9636.09	13309.83	17032.14
Closing Balance	$618.52	$1,001.94	$1,367.54	$1,740.51

KEY PERSONNEL RESUMES

WILFRED FREY

History

Relevant Experience:

PRESIDENT/C.E.O./DIRECTOR Tycor International Inc. 1979 - Present	C.E.O. and President
PRESIDENT/C.E.O./DIRECTOR Domshy Industries Ltd. 1975 - 1978	C.E.O. and President
REGION SALES MANAGER Curtis Engineering 1972 - 1975	Budgets, sales, marketing.
PRESIDENT/CO-OWNER Shell Canada, White Rose 1968 - 1972	Owned and operated (partnership) two service stations.

KEY PERSONNEL RESUMES

SHIRLEY FREY

History

Relevant Experience:	Responsible For:
SECRETARY-TREASURER/DIRECTOR Tycor International Inc. 1979 - Present	Joined Tycor at its inception as Secretary-Treasurer and Bookkeeper. Executive member of corporate strategic planning committee.
SECRETARY-TREASURER/DIRECTOR Domshy Industries Ltd. 1975 - 1978	Secretary-Treasurer and Bookkeeper.

KEY PERSONNEL RESUMES

J. (KOOS) VAN DER WERFF

History

Relevant Experience:	Responsible For:
SALES MANAGER, NORTH AMERICA Tycor International Inc. 1991 - Present	Managing, planning, budgeting, implementing, staffing, controlling, and evaluating all sales functions and activities across North America.
U.S. SALES MANAGER Tycor International Inc. 1989 - 1990	Managing, planning, budgeting, implementing, staffing, controlling, and evaluating all sales functions and activities across the United States.
NATIONAL MARKETING & COMMERCIAL SERVICES MANAGER Phillips Electronics Industries 1987 - 1988	Accountable for national sales and marketing. Developing, implementing, and monitoring national sales strategies.
SYSTEMS SALES MANAGER Phillips Electronics Industries 1983 - 1987	Reorganizing sales department to achieve maximum sales objectives. Recruiting, developing, motivating, and managing sales staff.
SERVICE MANAGER Phillips Electronics Industries 1967 - 1983	Located in different locations from 1967 to 1983. Reorganizing and streamlining service department for maximum efficiency and profitability.

Academic Education

Higher Technical School
Rotterdam, Holland
Electrical/Electronics Engineering Diploma
1959

KEY PERSONNEL RESUMES

JERRY S. TIMOFFEE, CMA

History

Relevant Experience:	Responsible For:
CONTROLLER (Consultant) Tycor International Inc. 1985 - Present	Managing financial, accounting and computer affairs. Executive member of corporate strategic planning committee.
OWNER/PRESIDENT Global Insulating System Ltd. 1977 - 1984	Managing all aspects of the business operations.
SMALL BUSINESS CONSULTANT Government of Saskatchewan 1974 - 1976	Financial and management counselling of small business throughout Saskatchewan.
CONTROLLER Arcnav Ltd. 1971 - 1973	Managed Accounting Department.

Designations

CMA
Certified Management Accountant
Society of Management Accountants of Alberta
1974

Senior Estimator
Canadian General Standards Board
1984

Academic Education

University of Saskatchewan
Saskatoon, Saskatchewan
B. Comm., Major in Accounting
1971

Lectures

Sessional Instructor
Southern Alberta Institute of Technology
Business Education Department
1986 - Present

KEY PERSONNEL RESUMES

GARY SIMPSON

History

Relevant Experience:	Responsible For:
DIRECTOR OF MANUFACTURING Tycor International Inc. 1989 - Present	Development and administration of manufacturing, materials, and engineering functions. Executive member of corporate strategic planning committee.
PLANT MANAGER Novatel Communications Ltd. 1987 - 1989	Development and administration of manufacturing and engineering functions for cellular systems.
MANUFACTURING MANAGER Norstar Instruments Ltd. 1986 - 1987	Mechanical design and development of manufacturing operations for satellite receivers.
QUALITY ASSURANCE DIRECTOR Novatel Communications Ltd. 1983 - 1985	Development and administration of quality policy, procedures, and engineering change functions for cellular subscriber products.
MANAGER, Q.C./MANUFACTURING ENGINEERING, Q.A. & TEST ENG. Amdahl Communications Ltd. 1979 - 1983	Development and administration of quality assurance, manufacturing, test and reliability engineering functions for data communications products.
MANAGER, Q.C./SNR PRODUCTION ENGINEERING TECH./GL TEST ENG. Motorola, Inc. 1966 - 1979	Management of quality control and engineering support for automotive entertainment products manufacture.
RADAR TECHNICIAN Canadian Armed Forces	Provided technical support and field maintenance GCA radar and navigation control systems.

Academic Education

Technical school graduation, RCAF, 1962, supported by business administration courses at Georgian College (1976-1977) and San Antonio College (1978-1979).

Associations

Senior Member, Society of Manufacturing Engineers.

Printed on Recycled Paper
Printed in Canada